1.40/2:#14/982

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

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0583 Cress Seed (Japan). Supplier of cress seeds wanted. Quality: 5 to 50 tons. Average quality. Use Jute or polypropylene for 25 kilo bags. Shipments as soon as arrangements can be made. Require sample before order. Quote: CIF Kobe or Yokohama. Bank ref: Daiwa Bank, Fukuoka Branch, 14-8 Tenjin 2-Chome, Chuoku, Fukuoka City 810 Japan. Contact: Mr. Haruo Terashima, Executive Director, System Foods Co., Ltd., 1752-283 Oaza-Mitoma, Wajiro, Higashi-ku, Fukuoka City 811-02 Japan. Telex: 726960 SYSTEM. Phone: 092-607-2581.

0584 Grains (Saudi Arabia). In the market for rice-long grain U.S. no. 5; sorghum-yellow No. 2; wheat and corn. Quantities not specified. Quote: CIF Jidda. Contact: Mr. Mohamed Samater, Bugshan Trading Co., I.D.R., P.O. Box 2372, Jidda, Saudi Arabia. Telex: 4029U5 BTRDCO SJ. Phone: 02-644-9080.

0585 Milk powder (Netherlands). Contact wanted with U.S. suppliers of milk powder. Need 500-1,000 mt. each month. Admi standard quality. Package in 25 kg. multi poly. paper bags. Shipment: April til Dec. 82. Certificate of origin and health certificate required. Product must not be older than 2 years. Quote: CIF Rotterdam. Bank ref: Amro Bank-Rotterdam. Contact: A.A.G. Van Fredfrikslust, Fedico Holland B.V., P.O. Box 322, 2900 AH Kapelle A/D Ijssel, or Lemflerberg 63, 2905 NN Kapelle A/D Ijssel, Netherlands. Telex: 26185. Phone: 3110-515312.

0588 Poultry Joint Venture (Nigeria). Nigerian Company interested in Joint Venture with U.S. partner(s) in poultry project located at Awkuzu local government, Anambra State, Nigeria. Company already in operation selling day-old chicks, drugs (vet.) and equipment. Partner(s) needed for management, equipment recommendation, equity participation, technical assistance and raw materials supply. Total investment envisaged at 7,500,000 dollars. Farm site at Umuobi Village, Awkuzu, Oyi local government area of Anambra State/Nigeria. Contact: Mr. Godwin Uzodigwe, Oforezodigwe Enterprises, P.O. Box 3993, Onitsha, Anambra State, Nigeria.

0589 Almonds, pistachios (Australia). Desires almond and pistachios. Quantity: almond kernels 200 tons. Pistachios up to 20 tons per annum. Quality: top grades. Packaging: standard bulk packs in containers. Ship continuous during year. Seek sole agency representation. Will visit U.S. to complete

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agreement. Quote: FAS & C&F. Bank ref: National Bank of Australasia, Sydney. Contact: Mr. Paul Lake, Abel Lemon & Co. Pty. Ltd. (Subsidiary of Adelaide Steamship Co.), P.O. Box 42, Concord West, N.S.W. 2138, Australia. Telex: AA 20229. Phone: (02) 730241. Cable: ABLEMON.

0590-0591 Tomato powder, mushrooms (Colombia). Supplier needed for (a) tomatoe powder, (b) dried mushrooms and (c) canned mushrooms. Quantity: (a) 5 tons (b) 3 to 5 tons and (c) 1 ton. Quality: (a) best. (b) 1/4 inch diced dried mushrooms and (c) whole mushrooms. Packaging: (a) drums (b) drums - gallon or 5 gallon containers. Shipment: (a) May, 1982 (b) June, 1982 and (c) June or July, 1982. Quote: FOB Miami or CIF Bogota. Bank ref: Banco Ganadero, Sucursal Occedente. Contact: Mr. Hector Cores, Industrias Pinocho, Transversal 39 No. 20A-13 Bogota, Colombia. Telex: 44690. Phone: 244-0645. Cable: CONVE CO.

0592 Lentils (Hong Kong). Interested in lentils. Need 800-1,000 metric tons, 1st grade. Packaging: gunny bags. Want ASAP. Quote: C&F or CIF European Main Port. Bank ref: Indian Overseas Bank. Contact: Mr. M.B. Rajani, Mohawk International, "A", 10/F, Adolfo Mansion, 114-116 Austin Road, Kowloon, Hong Kong. Telex: 39774 MHAWK HX. Phone: 3-684549 or 3-674584.

0593 Beef (Saudi Arabia). Saudi company wishes immediate contact from U.S. firms which can supply chilled, vacuum-packed, grain-fed beef. The firm expects to begin by importing one to two containers per month, with expansion dictated by market demand. At present the firm imports its beef from Australia. Contact: Mr. Diress Melaku, Purchasing Manager, I.D.W.R., Saudia Livestock and Frozen Imports, P.O. Box 293, Jidda, Saudi Arabia. Telex: 401226 KAMAL SJ. Phone: 644-2945 or 642-7420.

0595 Corn (Egypt). Invitation for Bid No. GASC/51-82/ARE for the procurement of 75,000 metric tons of No. 2 or better yellow corn, in bulk, to be shipped in May, 1982. The commodity is being financed under A.I.D. Grant 263-K-603 and Loan 263-055. Bid opening date will be April 26, 1982 at 3:30 pm, EST, in Washington, D.C. A complete copy of the Invitation for Bid, including specifications, terms and conditions, may be obtained by written request accompanied by a check or money order in the amount of $10.00 payable to The Embassy of the Arab Republic of Egypt. Request should be addressed to: The Embassy of the Arab Republic of Egypt, Commercial and Economic Office, 2232 Massachusetts Avenue N.W., Washington, D.C. 20008. Please assure that complete business address, city, state, zip code, telephone and telex number are included in your request. The purchaser is the General Authority for Supply Commodities, 24 Goumhoris Street, Cairo, Arab Republic of Egypt.

0596 Poultry (Netherlands). Wants chicken breast; chicken filet, thighs and drumsticks; plus turkeys, 10-12 lbs and 20-22 lbs. Quantity: container loads. Quality: U.S. Grade A. Quote: C&F Rotterdam in transit. Bank ref: NMB Rotterdam. Contact: Mr. H. Van Der Vorm, Rotterdam B.V., Industrieweg 40, 3044 CB Rotterdam, Netherlands. Phone: 10-153750.

0597 Apples, pears (Tunisia). Public Import Agency with fresh fruit import monopoly would like to contact U.S. apple and pear exporters to (1) enter prospective suppliers on its Tender contact list and (2) receive current CIF-Tunis indicative prices for red delicious apples and Anjours pears. Bank ref: Societe Tunisienne De Banques. Contact: Sous-Directeur Importation, Office Du Commerce De La Tunisie, Imm. Oct, Avenue Mohamed V, Tunis,

Tunisia. Telex: 12391. Phone: (02) 682-946.

0598 Flour (Sweden). In need of high protein, spring wheat flour. Quantity: 450-500 metric tons per year. Quantity not specified. Bank ref: PK-Banken. Contact: Mr. Sven Ake Andersson, Sjoholms Brod, Ostmastargrand 10, S-121 73 Johanneshov, Sweden. Telex: 13141 BIG MAC S. Phone: 08/81 93 47.

0599 Powdered lactose (Colombia). Interested in powdered lactose, yellow color. Need 30 m.t., high quality for use in ice cream. Packaging: 50 or 100 lb. bags for export. Ship within 30 to 45 days. Phytosanitary certificate and tags giving analyses required. Quote: CIF-Maracaibo, Venezuela. Bank ref: Banco De Colombia-Bogota, B. Banco Del Credito, Fontibon. Contact: Mr. Hernando Guzman H., Gesso La Roca, Calle 22 No. 115-10, Bogota, D.E. Residence: Trans. 18B No. 96-10 Bogota, D.E. Colombia. Telex: 44982 BOGOTA. Phone: 267-0842 or 267-4715.

0600 Swine (Ecuador). Breeding hogs wanted. Quantity: 53 animals, 3 to 4 months old, breeds as follows: (females, males) Duroc (10, 4) Hampshire (10,3) Yorkshire (10,3) and Poland China spotted (10,3). Quality: first quality animals, would like separate quote on specific animals. July delivery. Quote: C&F Quito by air. Bank ref: Banco Popular, Latacunga, Cotopaxi Province. Contact: SRTA. Maira Plaza, Manager, La Avelina, Casilla 2903, Quito, Ecuador. Telex: 2794 PEMEX ED. Phone: 450-251 or 525-462.

0602 Puffed rice (Malaysia). In the market for puffed rice. Quantity: three metric tons per order. Quality: half-grain size. Packaging: 25 kg. packing for industrial use. Shipment: July-Sept. 1982. Quote: CIF Port Kelang, Malaysia. Bank ref: Hong Kong & Shanghai Banking Corp., Kuala Lumpur. Contact: Kandiah Paramjothy, Upali Malaysia SDN BHD, 3/5 Jalan Perbadanan, Shah Alam, Selangor, Malaysia. Telex: UPALI MA 38648. Phone: (03) 362-606.

0603 Rabbits (Saudi Arabia). Interested in establishing contacts with U.S. firms specializing in raising domesticated rabbits in an effort to evaluate possibility of creating a rabbit raising farm in Saudi Arabia. Contact: Saleh Malaikah, President, Tamimi & Malaikah Co., P.O. Box 1293, Dammam, Saudi Arabia. Phone: 634-9020. Telex: 601525 TAREK SJ.

0604 Soybean cake (Hong Kong). Wants bean cake (soybean cake, oil extracted), 100-200 metric tons, all grades, quality samples for each grade required urgently. Standard export packing. Delivery ASAP. Quote: CIF Hong Kong per metric ton. Bank ref: Banque De L'Indochine Et De Suez. Contact: Mr. Wayne C.L. Chan, Leung Wing Hong, 65, Des Voeux Road, West, 9/F, Rear Portion, P.O. Box 33690 Sheung Wan, Hong Kong. Telex: 86023 HTKSL HX, ATTN: MR. CHAN. Phone: 5-482329.

0605 Corn (Hong Kong). Wants sweet corn (maize), 3,000 m.t., best grade. Packaging at seller's option. Delivery ASAP. Quote: C&F Sabah Port, Malaysia. Bank ref: The Chartered Bank. Contact: Mr. K.K. Chan, Hanshim Trading Ltd., 6D, Central House, 272, Queen's Road, Central, Hong Kong. Telex: 83379 SGHAN HX. Phone: 5-431216.

0606 Abalone (Hong Kong). Wants abalone, 3,000 m.t., 1st grade. Packaging at seller's option. Delivery ASAP. Quote: C&F Sabah Port, Malaysia. Bank ref: The Chartered Bank. Contact: Mr. K.K. Chan, Hanshim Trading Ltd.,

6D, Central House, 272, Queen's Road, Central, Hong Kong. Telex: 83379 SGHAN HX. Phone: 5-431216.

0607 Grocery items (Fiji). Wants processed and packaged foodstuffs as well as consumer items normally sold in supermarkets. Firm interested in agency/distributorship relationship with U.S. firms to represent them in Fiji and neighboring South Pacific Islands. Saltex is specifically interested in hearing from firms located in California or those who can arrange shipments from California Ports. Bank ref: Barclays Bank International, Suva, Fiji. Contact: Mr. Sawal Das, Managing Director, Saltex Trade Enterprises (Fiji) Ltd., P.O. Box 2297, Government Buildings, Suva, Fiji. Telex: 2216 FJ. Cable: SALTEX SUVA BENTLY'S CODE. Phone: 311-932.

0608-0611 Sesame seeds, lentils, beans, canned fruits (Italy). Wants sesame seeds, lentils, beans, peas, etc., canned fruit (apples, peaches, pineapples, etc.). Firm wishes to import a large quantity of sesame seeds because of shortage of this product in local market. Importation would be CIF Palermo. Sesame seeds are largely used in Sicilian bakeries. Luciano Zummo is importer and agent of canned fruits, mineral water and bottled wines. Contact: Mr. Luciano Zummo, via Matteo Dominici 12, 90133-Palermo, Italy. Phone: 091/283885. Telex: 721517.

Foreign Market Developments.

Notice of Foreign Proposals Concerning Standards in Agriculture. As required of all signatories to the GATT Standards Code, the following notifications of foreign proposed standards-related rules has been provided for the information and comment of interested agencies and firms. The Technical Office invites inquiries from anyone who believes that any of the proposed regulations notified under this heading could cause a trade problem. Questions can be referred to Thomas O'Connell, USDA Technical Office, Room 5530, South Agriculture Building, Washington, D.C. 20250; or phone (202) 382-1318.

Hong Kong. The United Kingdom, on behalf of the Hong Kong Government, has proposed two new regulations which prohibit importation and sale of food containing aflatoxin in excessive concentrations. The maximum permitted concentrations are proposed as follows: (1) for any food other than peanut or its products, 15 micrograms per kilogram of the food, and (2) for peanuts or peanut products, 20 micrograms per kilogram of the food.

Label Clearance Program Reinstated

In response to popular demand, the label clearance program, which was suspended November 1981, has been restored. For those who may not be familiar with this program, it can help you find out if your product will be admitted into a given country. Just send the label(s) of your product(s), indicating ingredients to FAS. A form with complete instructions is available for this purpose. A $25.00 fee is charged per label (or carton or lithographed container) per country.

The label(s) will be forwarded by FAS to the Agricultural Counselor or Attache for clearance by the foreign government. You will be informed whether or not your product can be admitted as is or if approval might be given if certain changes were made. Changes required generally concern preservatives, additives, food colorings, language, metric requirements, or date coding.

For copies of the label clearance forms contact The Export Promotion Division, Foreign Agricultural Service, Washington, D.C. 20250. Phone (202) 447-7103. All labels should be sent to this address. For technical questions regarding requirements in various countries contact Mr. Thomas O'Connell, Trade Policy, Planning and Analysis Division, FAS, U.S. Department of Agriculture, Washington, D.C. 20250; Phone: (202) 382-1318.

Nigeria's Position on Imports.

The Nigerian Embassy in Washington, D.C. released the following statements during a recent press briefing. "The directives issued recently by the Central Bank of Nigeria have been misunderstood and misinterpreted by the Western media. This statment is therefore meant to clarify the position.

Nigeria has not banned or frozen all imports into the country, nor has she given any directives which would jeopardise existing contractual obligations regarding foreign payments. Far from it. The instructions issued recently to commerical banks in Nigeria by the Central Bank of Nigeria were meant to enable it to set aside a brief period of a week or so during which it would compile payment commitments with its all trading partners regarding Letters of Credit, Bill for Collection, Usuance Bills. To do so, it sought the cooperation of all Commercial Banks in the country. The action amounts to some form of Stock Taking.

As regards the position of Nigeria's External Reserve, the situation is far from the gloomy picture painted by the Western Media. Nigeria is in a position to pay all outstanding commitments in the normal way. In addition, OPEC is making arrangements to strengthen generally the financial position of its members including Nigeria, thereby offering an effective challenge to the destructive forces now at work."

Secretary Block Lauds Agnet System

At a press conference held in Lincoln, Nebraska on March 23, Agricultural Secretary John Block praised the joint computer project between the University of Nebraska and the Foreign Agricultural Service (FAS).

Secretary Block jcined University and government officials (including Governor Thone) in announcing the link-up between the university-sponsored AGNET computer system and the FAS, which provides trade leads for U.S. exporters.

Block said the computer system would allow information on possible foreign buyers of U.S. agricultural goods to be send quickly to American companies, allowing them "same day" contact with the possible buyers. "The problem is usually getting the buyers and sellers together, " Block said. "It will be much more timely to do it through this system, and time can be crucial." The AGNET system is an agricultural information delivery network operated by Nebraska University. It can quickly distribute agricultural information and has users in 40 states.

Note. Announcements of the dissemination of trade leads via AGNET were contained in the Export Briefs of March 8 and in Issue No. 11. For further information write AGNET, 105 Miller Hall, University of Nebraska, Lincoln, Nebraska 68583-0713.

Publications Available

Two publications which may be useful to exporters are: A Basic Guide to Exporting. This publication costs $5.50 and was prepared by the U.S. Department of Commerce.

It provides a handy step-by-step guidebook on exporting. Key Officers of Foreign Service Posts. This guide lists key officers at Foreign Service posts, including Agricultural Counselors/Attaches (of course). All Embassies, Consulates General, and Consulates - with addresses and telephone numbers - are listed. This guide costs $2.25 per copy or $5.00 per year. Three copies are published per year. Both of these publications are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Single copies of the following are available by writing the U.S. Department of Agriculture, FAS, Information Service Staff, Room 5918-South, Washington, D.C. 20250.

Export Markets for U.S. Grain and Feed Commodities, FG 10-82, March 26, 1982.

Dairy, Livestock and Poultry Export Trade and Prospects, FDLP 1-82, March 1982.

World Honey Situation in 1981, FHON 1-82, March 1982.

Broilers and Eggs Led Increase In U.S. Poultry Exports In 1981, FPE 1-82, March 1982.

Weekly Roundup of World Production and Trade, WR 12-82, March 24,1982.

Livestock and Products 1981 U.S. Trade, FLM 1-82, March 1981.

Grain Exports by Selected Exporters, FG-9-82, March 17, 1982.

World Oilseed Situation, FOP 4-82, March 1982.

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